



SDSU Student Accounting Society

Meeting Minutes: PwC (BAP) Accounting Simulations

9/8/2021

Presenters:

Matthew Lutz: Talent ID Manager, Portland OR.

Jon Moore: Tax--Director. Denver. CO. Started with Deloitte in SD. jon.c.moore@pwc.com

David Yanke: Assurance--Senior Associate, San Diego CA. Previously a BAP member and former president of SAS. david.yanke@pwc.com

Linda Hu: Assurance--Senior Associate, Los Angeles, CA. Graduated from SDSU in 2018. hu.linda@pwc.com

Melissa Bohn: Assurance--Senior Associate, San Jose CA. Graduated from SDSU in 2019.

Presentation:

About PwC

- PwC By Numbers
 - 155 countries
 - 81 US offices
 - 284,000+ people
 - 742 Locations
 - \$43 billion in revenue
 - 84% of the Fortune Global 500 are our clients
- "We are a passionate community of solvers coming together to help build trust in society and solve important problems"
 - We are purpose-led and values-driven

Our purpose: To build trust in society and solve important problems

- Care
- Make a difference
- Reimagine the possible
- Work together
- Act with integrity

By doing this, we...

- Bring our clients more to the center of what we do to build trust
 - Put our employees in the center of what is important
- Expand our talent, capabilities and technology in core areas critical to today's business issues
 - Strive for a diverse working environment
- Create a simpler, faster, easier to work with firm organized around what is important
- Invest more in ways to pair our people with innovative technology to deliver greater quality through data and analytics

Transforming how we provide professional services:

- Trust solutions:
 - Bring together Assurance and Tax reporting capabilities to better serve our clients
- Consulting solutions:
 - Brings together our advisory and tax consulting capabilities
 - Help clients deliver sustained outcomes
- Products & technology:
 - Both business segments will be underpinned and strengthened by continued investments in products and technology

Our career areas:

- Audit Services
- Tax Services
- Consulting Services
- Products and Tech
- Business Services

Our new ways of working:

- Virtual: 0-3 days/month in person PwC or client office
- Flex: 1-3 days/week in person PwC or client office
 - Both with and without location requirements
- In-Person: 4-5 days/week in person PwC or client office

Infinite Learning/Technology:

- Digital Academies, Accelerators, Badges, Fitness App, Lab, Quests
 - Digital Accelerators: other PwC individuals who can help other individuals with tasks they may need to increase efficiency
- Learning bursts, personal trainers, PowerUp!, Tech while you Trek

Ideal skills for today's PwC Professional:

- 5 dimensions of the PwC professional (see next subheading)
- Required education for technical knowledge and licensure
- Data Wrangling

- Data insights
- Data visualization
- Project management & change management skills
- Design thinking and Storytelling

PwC Professional breakdown:

- Whole leadership: can you lead both yourself and others?
- Business acumen: Do you know how to provide efficiency and knowledge to the client?
- Technical and digital: Do you understand how to apply your technical knowledge to your engagement?
- Global and Inclusive: Can you make everyone involved feel comfortable and included?
- Relationships: Are you able to work with a team and build relationships with a client?

What would you do?

- First Impressions: You are about to meet with your internship supervisor and are currently standing outside his/her office door. You have arranged this time to learn more about the expectations for your latest assignment. Enter the office and begin the meeting.
 - Scheduling a meeting in order to make a first impression is a great opportunity to meet your seniors and just get to know them on a personal level, tell them what you are interested in outside of work, get to know the personality of your seniors, and find out their communication preferences!
- Leaving Early: You're working with the client service team and they've asked you to help set up a big evening event. Unfortunately, you've got tickets to a big concert--which is in direct conflict with the timing. They are counting on your help, so you need to let them know what's up.
 - Communicate with your team about your commitments. Make sure that you coordinate to find some time that works for everyone to make up for the time that you missed, or find a way to reallocate your responsibilities and help out others at a time that works for everyone.

Recruiting Overview

- Currently recruiting for right now:
 - Start Internship or Elevate Participant (sophomores)
 - Advance Internship (junior)
 - Associate (graduating this year)
- Upcoming dates:
 - Application Submission Deadline: **September 21st, 11:59 PM PDT**
 - Assessment Mandatory
 - Interviews: Starting Mid-October. 2 back-to-back Virtual interviews
 - *Consulting structure varies
 - PwC Event: Invites sent to those selected for PwC interviews
 - Celebrate You: Offer Celebration Event occurring late October
- Apply electronically at pwc.com/campus

- NOT ON HANDSHAKE
- Resume is the only required document

PwC Fall Recruiting Checklist

- ✓ Connect with your school recruiter about opportunities
- ✓ Schedule time with your academic advisor and/or career services department - understand what's happening on your campus and how you can prepare
- ✓ Update your profiles (LinkedIn, Handshake, Piazza, etc.) and your resume. Good to have a second set of eyes!
- ✓ Get involved with relevant clubs (e.g. BAP, ALPFA, SAS, NABA, etc.)
- ✓ **Say YES to at least 1 PwC event "on" campus!**
- ✓ Stay connected to those you meet at events. Collect their contact information or add them on LinkedIn.
- ✓ Visit pwc.com/campus



Upcoming events



Ace the Application

Thursday,
September 9th
(530-615p PDT)



PwC on campus

Monday, September
13th 930-1130a PDT
@ The Aztec Center
Green



Recruiter office hour drop in

Tuesday, September
21st 2-330p PDT -
link will be sent after
registering



A special thank you...

pwc.com/careers

Mention the PwC code word **“care”** at the Salt & Lime food truck on Sept 15th for a \$20 food & drink credit!



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Questions:

What skills will you need starting your internship?

Melissa: If you come in without knowing anything, don't worry about it! You will learn a lot on the job. Just try to learn what you can before you come in, in topics like excel for example.

Matthew: It can be a great differentiator for you, so going with the mindset of being a learner.

I am a junior graduating in 2024. Is it better to apply for the internship or leadership program?

Matthew: We go off of your graduation/CPA eligibility date. The application will ask you, when do you expect to be finished with school and reach the highest degree you plan to achieve. It will tell you which programs correspond with which time windows.

What do I do if I am pursuing a master's program and am unsure about my final graduation date and CPA eligibility date?

Matthew: If you are going to have two graduation dates, put both on your resume, identify your CPA eligibility date, just so that your recruiter is not confused. Make it straightforward and accurate.

Can people start in audit and transition to consulting at PwC?

Matthew: The short answer is yes. However, everyone in every service line does consulting, they advise clients and teams. However, each service line is a different deliverable. You get the type of expertise you need for consulting in external audit and tax, it'll help you understand how the capital markets function. That is what is necessary for individuals to be able to serve on the consulting side of the house.

Jon: We work across service lines, with other service lines. Everyone does work all together, so you aren't limited to what you are seeing when you join one service line over another.